The following questions were received in response to the Request for Proposals issuance.

1. Regarding page 7 subsection B. General Information, the partial payment terms related to implementations fees, is this strictly for implementation & integration Services or does this include annual recurring licensing fee as well?
   a. This is strictly for implementation & integration. It does not include annual recurring license fees.

2. Regarding Appendix F – The fee schedule calls for the licensing fee to be broken down per month per students. Our pricing structure is based upon the number of sites (schools) served annually. The fee, if given reason, can be broken down into a maximum of 2 installments. Would APS be acceptable to this? Our business is structured in such a way that we are not able to accommodate a monthly payment structure.
   a. Offerors are required to complete the Fee Schedule at Appendix F of the RFP. To allow APS to evaluate the Grand Total (All Years Combined) of the Proposals received, Offerors who have a different pricing structure to the one at Appendix F will need to convert its Grand Total (All Years Combined) to a Per Student Fee. The formula to do this is to subtract the On-Site Staff Training Fees for all years and subtract the Implementation and Integration Fees from the Grand Total (All Years Combined) amount. Then divide the result by 4,400 (Enrollment Estimate per Month) and then divide the result be 10 (Months in School Year). The resulting amount will be the Per Student Fee.

Offerors who wish to propose changes to the RFP, including the Fee Schedule and Payment shall do so in accordance with Section V. subsection A on page 19. Request for changes submitted in accordance with Section V. subsection A shall be considered during the Negotiation Stage.

3. Page 18 – We are able to provide income statements and balance sheets if they are treated as proprietary and confidential and not subject to public disclosure. We will not be able to provide the remaining required financial documents in keeping with company policy. We will also be able to provide a statement of financial strength to demonstrate stability of our firm.
   a. See Addendum No. 2 for the APS response to this item.